THE CITY OF BURLESON TEXAS

Community Service Development Corporation (Type B) Agenda

Monday, October 20, 2025
4:45 PM

City Hall - 141 W. Renfro
Burleson, TX 76028

1. **CALL TO ORDER**

2. **CITIZENS APPEARANCES**

   Each person in attendance who desires to speak to the Board on an item NOT posted on the agenda, shall speak during this section. A speaker card must be filled out and turned in to the City Secretary prior to addressing the Board. Each speaker will be allowed three minutes to speak.

   Each person in attendance who desires to speak on an item posted on the agenda shall speak when the item is called forward for consideration.

3. **GENERAL**

   A. Consider and take possible action on the minutes from the August 18, 2025 Community Services Corporation (Type B) Board meeting. *(Staff Contact: Monica Solko, Deputy City Secretary)*

   B. Consider and take possible action on a resolution amending the corporation's operating budget (Resolution 4B081825AnnualBudget) for Fiscal Year 2025-2026 and the 5-Year Capital Improvement Plan of the corporation for Fiscal Years 2026–2030. The amendment proposes an increase to the operating budget in the amount of $2,914,620 and a reduction to the Capital Improvement Plan in the amount of $444,087. *(Staff Contact: Kevin Hennessey, Interim Director of Finance)*

4. **BOARD REQUESTS FOR FUTURE AGENDA ITEMS OR REPORTS**

5. **RECESS INTO EXECUTIVE SESSION**

   In accordance with Chapter 551 of the Texas Government Code, the Community Service Development Corporation may convene in Executive Session in the City Council Workroom in City Hall to conduct a closed meeting to discuss any item listed on this Agenda.

   Pending or contemplated litigation or to seek the advice of the City Attorney pursuant to Section 551.071, Texas Government Code

6. **ADJOURN**

CERTIFICATE

I hereby certify that the above agenda was posted on this the 10th of October 2025, by 5:00 p.m., on the official bulletin board at the Burleson City Hall, 141 W. Renfro, Burleson, Texas.

Amanda Campos

City Secretary

ACCESSIBILITY STATEMENT

The Burleson City Hall is wheelchair accessible. The entry ramp is located in the front of the building, accessible from Warren St. Accessible parking spaces are also available in the Warren St. parking lot. Sign interpretative services for meetings must be made 48 hours in advance of the meeting. Call the A.D.A. Coordinator at 817-426-9600, or TDD 1-800-735-2989.

THE CITY OF BURLESON TEXAS

Item A.

Department Memo

Community Service Development Corporation (Type B)

DEPARTMENT: **City Secretary's Office**

FROM: **Monica Solko, Deputy City Secretary**

MEETING: **October 20, 2025**

SUBJECT:

Consider and take possible action on the minutes from the August 18, 2025 Community Services Corporation (Type B) Board meeting. *(Staff Contact: Monica Solko, Deputy City Secretary)*

SUMMARY:

The Burleson 4B Community Services Corporation Board duly and legally met on August 18, 2025.

RECOMMENDATION:

Board may approve the minutes as presented or approve with amendments.

PRIOR ACTION/INPUT (Council, Boards, Citizens):

N/A

REFERENCE:

N/A

FISCAL IMPACT:

N/A

STAFF CONTACT:

Monica Solko, TRMCA
Deputy City Secretary
msolko@burlesontx.com
817-426-9682

BURLESON COMMUNITY SERVICE DEVELOPMENT CORPORATION (4B)
AUGUST 18, 2025
DRAFT MINUTES

Board Members Present:
Phil Anderson
Chris Fletcher
Victoria Johnson *arrived at 4:18 p.m.*
Dan McClendon, President
James Luckie

Board Members Absent:
Joy Larabell

Staff Present:
Tommy Ludwig, City Manager
Harlan Jefferson, Deputy City Manager
Eric Oscarson, Deputy City Manager
Amanda Campos, City Secretary
Monica Solko, Deputy City Secretary
Matt Ribitzki, Deputy City Attorney

1. CALL TO ORDER – Time: 4:15 p.m.

President Dan McClendon called the meeting to order. **Time: 4:15 p.m.**

2. CITIZEN APPEARANCE

- No speakers.

3. GENERAL

A. Minutes from the July 21, 2025 Community Service Development Corporation (Type B) meeting. *(Staff Contact: Monica Solko, Deputy City Secretary)*

Motion was made by Chris Fletcher and seconded by Phil Anderson to approve.

Motion passed 4-0, with Victoria Johnson and Joy Larabell absent.

B. 4B08182025AmendAnnualBudget, resolution amending the approved budget for Fiscal Year 2024-2025 (Resolution #4B06162025AmendAnnualBudget). (*Staff Contact: Kevin Hennessey, Interim Director of Finance)*

Kevin Hennessey, Interim Director of Finance, presented a resolution to the board.

Motion was made by James Luckie and seconded by Chris Fletcher to approve.

Motion passed 5-0, with Joy Larabell absent.

C. 4B081825AnnualBudget, adopting the Burleson 4B Community Service Development Corporation FY 2025-2026 annual budget. ***(Staff Contact: Kevin Hennessey, Interim Director of Finance)***

Kevin Hennessey, Interim Director of Finance, presented a resolution to the board.

Motion was made by Chris Fletcher and seconded by Victoria Johnson to approve.

Motion passed 5-0, with Joy Larabell absent.

4. BOARD REQUESTS FOR FUTURE AGENDA ITEMS OR REPORTS

- None.

5. RECESS INTO EXECUTIVE SESSION

Pursuant to Section 551.071, Texas Government Code, the Board reserves the right to convene into Executive Session(s), from time to time as deemed necessary during this meeting for any posted agenda item, to receive advice from its attorney as permitted by law.

A. Pending or Contemplated Litigation or to Seek the Advice of the City Attorney Pursuant to Section 551.071.

- No Executive Session needed.

6. ADJOURN

There being no further discussion President Dan McClendon adjourned the meeting.

Time: 4:21 p.m.

Monica Solko
Deputy City Secretary

Community Service Development Corporation (Type B)

DEPARTMENT: **Finance**

FROM: **Kevin Hennessey, Interim Director of Finance**

MEETING: **October 20, 2025**

SUBJECT:

Consider and take possible action on a resolution amending the corporation’s operating budget (Resolution 4B081825AnnualBudget) for Fiscal Year 2025-2026 and the 5-Year Capital Improvement Plan of the corporation for Fiscal Years 2026–2030. The amendment proposes an increase to the operating budget in the amount of $2,914,620 and a reduction to the Capital Improvement Plan in the amount of $444,087. *(Staff Contact: Kevin Hennessey, Interim Director of Finance)*

STRATEGIC PRIORITY AND GOAL(S):

Strategic Priority	Strategic Goal
High Performing City Organization Providing Exceptional, People Focused Services	1.2 Continue to improve the efficiency and productivity of operations 1.3 Deliver high-quality service and communications to external and internal customers

SUMMARY:

Amending the City budget for the Fiscal Year 20205-2026 by establishing a fund to track the performance of the contract with Sports Facilities Companies for the management of Chisenhall Sports Complex. The amendment includes the annual cost of the contract, one time start up costs, facility set up costs, SFC projected operating revenues, operating costs for cost of goods sold and other operating expenditures.

RECOMMENDATION:

Approve the resolution amending the City budget for Fiscal Year 2025-2026 by increasing appropriations to various funds.

PRIOR ACTION/INPUT (Council, Boards, Citizens):

August 18, the 4B Board approved the budget and Capital Improvement Plan.

September 8, 2025, the City Council approved the second reading of the City's FY 2025-2026 annual budget with the five-year Capital Improvement Plan (CIP).

REFERENCE:

CSO#5910-09-2025

FISCAL IMPACT:

Fund	Fiscal Year 2025-2026 Impact
Chisenhall Sports Complex Fund	1,947,124
4B Fund	967,496
Total Impact	**2,914,620**

Fund	Fiscal Year 2025-2026 CIP Impact
Dry Sauna BRiCk	-444,087
Total Impact	**-444,087**

STAFF CONTACT:

Kevin Hennessey
Interim Director of Finance
KHennessey@burlesontx.com
817-426-9648

THE CITY OF BURLESON TEXAS

Fiscal Year 2025-2026 Mid-Year Budget Amendment

PRESENTED TO THE COMMUNITY SERVICE DEVELOPMENT CORPORATION (TYPE B) ON

OCTOBER 20,2025

Overview

- Total Fiscal Impact of the Budget Amendment
- Purpose of the Budget Amendment by Fund
- Fiscal Impact of the Budget Amendment by Fund
- CIP Update

SFC Pro Forma

Revenue	Year 1
Outdoor Rental Baseball/Softball Tournament	$225,500
Outdoor Field Rental	$105,773
Gate Fees	$102,900
Food & Beverage	$447,140
Hotel Rebates	$72,797
Retail	$25,518
Total Revenue	**$979,628**
Total Expenses	**$1,947,124**
Net	**($967,496)**

Fiscal Impact of the Budget Amendment

Fund	Fiscal Year 2025-2026 Impact
Chisenhall Sports Complex Fund	1,947,124
4B Fund	967,496
Total Impact	**2,914,620**

THE CITY OF BURLESON TEXAS

Chisenhall Sports Complex Fund (New)

Facility Set Up Costs - $237,740

One Time Set Up Costs - $200,000

Cost of Goods Sold - $357,972

Operating Expenses - $1,151,412

Chisenhall Sports Complex Fund (New)

Department	Account	Proposed Amount	Description
Athletic Fields	Minor Tools & Equipment	63,740	Facility Set Up Costs
Athletic Fields	Capital Furniture & Equipment	174,000	Facility Set Up Costs: mowers, aerators, top dressors, utility vehicles
Athletic Fields	Other Professional Services	155,000	One Time Set Up Costs
Athletic Fields	Capital Furniture & Equipment	45,000	One Time Set Up Costs: Golf Carts
Athletic Fields	Cost of Sale	357,972	Total Cost of Goods Sold
Athletic Fields	Salaries	365,000	Operating Expenses
Athletic Fields	Benefits	123,537	Operating Expenses
Athletic Fields	Other Professional Services	662,875	Operating Expenses
	Total Expenditure Budget Amendment	**1,947,124**	

4B Fund

Transfer out to Chisenhall Sports Complex Fund

4B Fund

Department	Account	Proposed Amount	Description
Athletic Fields	Transfer to	967,496	Fund subsidy
	Total Expenditure Budget Amendment	**967,496**	

THE CITY OF BURLESON TEXAS

Proposed 4B CIP Update FY26 – FY30

Item B.

4B CIP FY26-30

4B Projects Name	Prior Allocations	2026	2027	2028	2029	2030	Total Per Project (FY26-30)
Warren Park-Study		$75,075					**$75,075**
Mistletoe Hill - Bathroom Addition			$163,375				**$163,375**
Green Ribbon	$90,000	$120,750					**$120,750**
~~BRiCk - Dry Sauna~~		~~$444,087~~					**$0**
Russell Farm - Domestic Water		$21,000					**$21,000**
Russell Farm - Bathroom at Chesapeake Building		$75,448					**$75,448**
Russell Farm - Master Plan		$32,051					**$32,051**
Golf - Fence		$262,500					**$262,500**
Golf - Additional Well		$183,750					**$183,750**
Bailey Lake - New Playground			$523,687				**$523,687**
Mistletoe Hill			$614,250				**$614,250**
Golf - Pond Renovation			$99,419				**$99,419**
New Community Park - Playground				$787,500			**$787,500**
Bartlett - Playground Replacement				$441,000			**$441,000**
Heberle - Park Improvements				$352,800			**$352,800**
Elk Ridge Park - Bathroom Addition				$170,336			**$170,336**
Golf - Greens Resurface				$460,156			**$460,156**
Chisenhall - Playground Replacement					$546,000		**$546,000**
Warren Park - Park Improvements					$1,312,500		**$1,312,500**
Bailey Lake - Low Water Crossing					$231,000		**$231,000**
BRiCk Roof Replacement					$1,260,000		**$1,260,000**
Claudia's Playground - Bathroom Addition						$180,556	**$180,556**
Total	**$90,000**	**$770,574**	**$1,400,731**	**$2,211,792**	**$3,349,500**	**$180,556**	**$7,913,153**

FY26 Bond Issuance Project List

4B Bonds

- Warren Park-Study - $75,075
- Green Ribbon - $120,750
- Russell Farm – Domestic Water - $21,000
- Russell Farm – Bathroom at Chesapeake Building - $75,448
- Russell Farm – Master Plan - $32,051
- Golf - Fence - $262,500
- Golf – Additional Well - $183,750

THE CITY OF BURLESON TEXAS

Recommendation / Action Requested

Move to approve a resolution requesting a Mid-Year Budget Amendment to increase the appropriations in the amount of $ 2,914,620 in various funds to accommodate operating and capital needs and amending the five-year Capital Improvement Plan (CIP) for Fiscal Year 2026-2030.

Questions / Comments

Burleson Community Service Development Corporation
Resolution 4B081825AnnualBudget

WHEREAS, the Burleson Community Service Development Corporation, known as the "Type B Corporation", was incorporated and certified in June 1993 under the authorization of the Development Corporation Act of 1979; and

WHERAS, on August 18, 2025, the Board of Directors of the Type B Corporation ("Board") approved a budget for Fiscal Year 2025-2026 in approving Resolution 4B081825AnnualBudget (the "Budget"); and

WHEREAS, the City Council of the City of Burleson later ratified the Type B Corporation's action to approve the Budget; and

WHEREAS, the Board of Directors of the Type B Corporation ("Board") has reviewed a proposed amendment to the Budget attached hereto as Exhibit A and incorporated herein by reference for all purposes (the "Amended Budget"); and

WHEREAS, the Board finds that the Amended Budget sets forth the use of tax proceeds for the upcoming fiscal year, which includes promotional expenses, administrative expenses and other expenses that are incident to placing projects of the Type B Corporation into operation, costs of projects of the Type B Corporation, including payments of bonds or other obligations, and maintenance and operating expenses of projects of the Type B Corporation previously approved at an election; and

WHEREAS, the Board desires to amend Type B Corporation's 5 year capital improvement plan; and

WHEREAS, the Board finds that the use of the tax proceeds as described in the Amended Budget meets the requirements of Sections 501.152 and 505.103 and Subchapter G of Chapter 505 of the Texas Local Government Code, specifically Sections 505.302 and 505.303; and

WHEREAS, the Board desires to approve the Amended Budget, and finds the Amended Budget will further the purposes of the Type B Corporation.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF THE BURLESON COMMUNITY SERVICE DEVELOPMENT CORPORATION THAT:

Section 1

The Amended Budget is hereby adopted; and there is hereby appropriated from the funds indicated such projects, operations, activities, purchases, and other expenditures as proposed in the Amended Budget.

Section 2

In addition to those amounts set forth in Resolution 4B081825AnnualBudget, the Type B Corporation authorizes the transfer or expenditure of $967,496 in Type B sales tax revenue in FY 2025-2026 for the following purposes set forth in the Amended Budget. Additionally, the 5 Year Capital Improvement Plan of the Type B Corporation is amended as provided on Exhibit “B,” attached hereto and incorporated herein by reference for all purposes.

Section 3

The Type B Corporation respectfully requests that the City Council ratify this resolution.

Section 4

The Secretary of the Type B Corporation is hereby directed to publish notice of this action following ratification by the City Council as required by law.

Passed and Approved and **SO RESOLVED** this_____day of___________, 20_______.

Signed:	Attest:
______________________________	______________________________
President of Type B Corporation	Secretary of the Type B Corporation

Exhibit "A"

Department	Account	Proposed Amount	Description
Athletic Fields	Transfer to	967,496	Fund subsidy
	Total Expenditure Budget Amendment	**967,496**	

Item B.

Exhibit "B"

4B Projects Name	Prior Allocations	2026	2027	2028	2029	2030	Total Per Project (FY26-30)
Warren Park-Study		$75,075					**$75,075**
Mistletoe Hill - Bathroom Addition			$163,375				**$163,375**
Green Ribbon	$90,000	$120,750					**$120,750**
~~BRiCk - Dry Sauna~~		~~$444,087~~					**$0**
Russell Farm - Domestic Water		$21,000					**$21,000**
Russell Farm - Bathroom at Chesapeake Building		$75,448					**$75,448**
Russell Farm - Master Plan		$32,051					**$32,051**
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Chisenhall - Playground Replacement					$546,000		**$546,000**
Warren Park - Park Improvements					$1,312,500		**$1,312,500**
Bailey Lake - Low Water Crossing					$231,000		**$231,000**
BRiCk Roof Replacement					$1,260,000		**$1,260,000**
Claudia's Playground - Bathroom Addition						$180,556	**$180,556**
Total	**$90,000**	**$770,574**	**$1,400,731**	**$2,211,792**	**$3,349,500**	**$180,556**	**$7,913,153**

Item B.

THE SPORTS FACILITIES ADVISORY

CHISENHALL OPERATING PRO FORMA – BYA Year 3 (No Alcohol)

PREPARED FOR: CITY OF BURLESON

REPORT DELIVERY DATE: SEPTEMBER 2025

Facility Set Up Costs

Exhibit A

Chisenhall Fields - Burleson, TX

Cost Estimate for Field Maintenance Equipment (15 Fields) 7.15.25	Proposed Quantity	Cost Per	Total
Turf Maintenance (Grass Areas)			
Riding Reel Mowers (Turf):	4	$20,000	$80,000
(e.g., Toro Reelmaster 3100-D or John Deere 2500B, professional reel mowers)			
Walk-Behind Mowers:	4	$1,000	$4,000
(e.g., push mower			
Aerators:	2	$5,000	$10,000
(e.g., tow behind model			
Topdressers:	2	$10,000	$20,000
(e.g., Toro ProPass 200 Series) - Attached to Heavy Duty Vehicle			
Fertilizer/Seed Spreaders:	2	$500	$1,000
(e.g., Lely Ground Driven WFR Pulled by Workman or HR(Pulled by tractor)			
Sprayers (Boom or Tank):	2	$10,000	$20,000
(e.g., Toro MultiPro Sprayer 1750 or Jacobsen Spraytek XP175)			
Edgers:	5	$500	$2,500
(e.g., Stihl FC 91, Husqvarna 525 ECS)			
Synthetic/Infield Maintenance			
Infield Groomers:	2	$7,000	$14,000
(e.g., Greens Groomer, SMG TT2200)			
Friction Sweepers:	2	$3,500	$7,000
(e.g., Litter Kat, Turf Chief)			
Irrigation and Water Management			
Hose Reels and Hoses:	7	$300	$2,100
(e.g., Liberty Garden)			
Portable Water Pumps: 4 units	3	$750	$2,250
(e.g., Honda WX10)			
General Maintenance and Support			
Utility Vehicles:	2	$15,000	$30,000
(e.g., John Deere Gator or Toro MDX)			
Leaf Blowers:	8	$400	$3,200
(e.g., Stihl BR800 X or Husqvarna 580BTS)			
String Trimmers:	6	$350	$2,100
(e.g., Husqvarna 525LST)			
Paint Sprayers:	2	$3,000	$6,000
(e.g., Graco FieldLazer)			
Shop and Storage			
Tool Chests/Cabinets:	4	$750	$3,000
(e.g., Craftsman or Husky)			
Pressure Washers:	1	$2,500	$2,500
(e.g., Simpson PowerShot)			
Backup Generators:	1	$3,500	$3,500
(e.g., Generac 7000W)			

Chisenhall Fields - Burleson, TX

Cost Estimate for Field Maintenance Equipment (15 Fields) 7.15.25	Proposed Quantity	Cost Per	Total
Turf Maintenance Hand Tools			
Sod Knives:	6	$25	$150
Description: Heavy-duty knives (e.g., Lesco or A.M. Leonard) for cutting sod during turf repairs.			
Hand Weeders:	6	$15	$90
Description: Tools (e.g., Fiskars or CobraHead) for removing weeds from turf without chemicals.			
Turf Edgers (Hand):	6	$35	$210
Description: Manual edgers (e.g., True Temper or Ames) for clean grass-clay or sidewalk edges (backup for gas edgers).			
Divot Repair Tools:	6	$20	$120
Description: Small forks or scoops (e.g., Par Aide) for fixing turf divots in outfields.			
Shovels (Square and Round Point):	6	$30	$180
Description: Durable shovels (e.g., True Temper or Bully Tools) for moving soil or debris.			
Wheelbarrows:	6	$200	$1,200
Description: Heavy-duty wheelbarrows (e.g., Ames or Jackson) for transporting materials.			
Hand Trowels:	6	$20	$120
Description: Small trowels (e.g., A.M. Leonard) for precise turf repairs.			
Measuring Tapes (400 ft):	6	$75	$450
Description: Long tapes (e.g., Lufkin or Stanley) for lining fields or checking dimensions.			
Base Cleaning Brushes:	6	$20	$120
Description: 1 per field for daily cleaning of bases and home plates.			
Soil Probes:	4	$35	$140
Description: 1 per 2 fields for shared use in testing soil compaction or moisture.			
String Lines and Stakes:	6	$20	$120
Description: 1 set per field for precise field lining or repair layouts.			
Tool Racks:	2	$200	$400
Description: 1 per 4 fields, assuming centralized storage areas for rakes, shovels, etc.			
Tool Buckets with Organizers:	6	$35	$210
Description: 1 per groundskeeper, assuming 24 crew members for concurrent work.			
Tool Bags/Belts:	6	$35	$210
Description: 1 per groundskeeper for hands-free tool carrying.			
Safety Gear			
Work Gloves:	12	$20	$240
Description: 2 pairs per groundskeeper (24 crew members) for handling tools and materials.			
Safety Glasses:	12	$10	$120
Description: 1 per groundskeeper for eye protection.			
Knee Pads:	6	$25	$150
Description: 1 per groundskeeper for comfort during low-level tasks.			
Tool Maintenance Supplies			
Sharpening Files:	6	$25	$150
Description: 1 per 2 fields for shared use in sharpening edgers, knives, and shovels.			
Cleaning Brushes (Wire):	6	$10	$60
Description: 1 per field for removing rust or debris from tools.			
Replacement Handles (Rake/Shovel):	6	$25	$150
Description: 1 per field as backup for quick repairs.			
Loose Maintenance Supplies			
Budget for Remaining Items Not Defined Above:			
Description: Any tools/items determined to be necessary by the operations team based on specific ve	1	$20,000	$20,000
			Low
Budget Totals			**$237,740**

THE SPORTS FACILITIES ADVISORY

Item B.

Exhibit B

Chisenhall Fields One Time SFC Set-up Costs

Operational Set Up Costs	**$ 127,000**
Website	$ 15,000
Wifi Install & Equipment - estimage	$ 10,000
Business Licenses	$ 1,000
Staff Uniforms	$ 2,000
General Office FFE (managers office)	$ 4,000
IT & Office Supplies Equipment	$ 9,500
POS Equipment	$ 8,500
Management Co Travel	$ 5,000
On site Manager Relocation / Recruitment	$ 10,000
F&B inventory	$ 15,000
Golf Carts (1 2 seater, 2 4 seater, 1 6 seat shuttle - estima	$ 45,000
Cash	$ 2,000

Other Potential One Time Costs	**$ 25,000**
Rest Room Renovations - "estimate"	$ -
Additional & Replacement Concession Equipment - estim	$ 25,000

Working Capital Up Front Funding	**$ 200,000**

**Additional funding requested quarterly as needed*

Financial Performance Summary

Total Revenue & Expenses - BYA Year 3

Revenue	Year 1	Year 2	Year 3	Year 4	Year 5
Outdoor Rental Baseball/Softball Tourname	$225,500	$304,200	$420,300	$485,100	$528,885
Outdoor Field Rental	$105,773	$109,561	$96,269	$101,083	$111,444
Gate Fees	$102,900	$112,980	$154,350	$168,840	$183,330
Food & Beverage	$447,140	$679,644	$927,536	$1,017,352	$1,107,279
Hotel Rebates	$72,797	$82,854	$119,253	$133,141	$147,030
Retail	$25,518	$27,392	$34,416	$36,635	$38,866
Total Revenue	**$979,628**	**$1,316,632**	**$1,752,124**	**$1,942,151**	**$2,116,834**
Cost of Goods Sold	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Outdoor Rental Baseball/Softball Tourname	$22,550	$30,420	$42,030	$48,510	$52,889
Outdoor Field Rental	$5,289	$5,478	$4,813	$5,054	$5,572
Gate Fees	$21,630	$23,310	$29,925	$31,920	$33,915
Food & Beverage	$290,641	$441,769	$602,899	$661,279	$719,732
Hotel Rebates	$0	$0	$0	$0	$0
Retail	$17,863	$19,175	$24,091	$25,645	$27,206
Total Cost of Goods Sold	**$357,972**	**$520,151**	**$703,758**	**$772,407**	**$839,313**
Gross Margin	**$621,655**	**$796,481**	**$1,048,366**	**$1,169,744**	**$1,277,521**
% of Revenue	*63%*	*60%*	*60%*	*60%*	*60%*
Facility Expenses	$238,393	$242,872	$250,692	$255,483	$260,326
Operating Expense	$424,482	$438,746	$478,603	$500,216	$520,846
Management Payroll	$365,000	$379,600	$394,784	$410,575	$426,998
Payroll Taxes/Benefits/Bonus	$123,537	$146,549	$172,924	$185,490	$197,659
Total Operating Expenses	**$1,151,412**	**$1,207,767**	**$1,297,003**	**$1,351,764**	**$1,405,829**
EBITDA	**($529,757)**	**($411,286)**	**($248,638)**	**($182,020)**	**($128,308)**
% of Revenue	*-54.1%*	*-31.2%*	*-14.2%*	*-9.4%*	*-6.1%*
Field Maintenance Equipment Costs	*($237,740)*	*$0*	*$0*	*$0*	*$0*
Operational Set Up Costs	*($127,000)*	*$0*	*$0*	*$0*	*$0*
Replacement and Renovation Costs	*($25,000)*	*$0*	*$0*	*$0*	*$0*
Sponsorship Income (Net)	*$90,000*	*$108,000*	*$114,000*	*$120,000*	*$120,000*
Total Net Income	**($829,497)**	**($303,286)**	**($134,638)**	**($62,020)**	**($8,308)**

Economic Impact

Economic Impact

Number of Events Per Year

	Year 1	Year 2	Year 3	Year 4	Year 5
Baseball/Softball Tournaments	**28**	**30**	**36**	**37**	**38**
Total Events Per Year	**28**	**30**	**36**	**37**	**38**

Per Person Spending By Category

	Year 1	Year 2	Year 3	Year 4	Year 5
Lodging/Accommodations	$60.33	$61.24	$62.16	$63.09	$64.04
Dining/Groceries	$60.00	$60.90	$61.81	$62.74	$63.68
Transportation	$10.20	$10.35	$10.51	$10.67	$10.83
Entertainment/Attractions	$4.80	$4.87	$4.95	$5.02	$5.09
Retail	$28.20	$28.62	$29.05	$29.49	$29.93
Miscellaneous	$16.20	$16.44	$16.69	$16.94	$17.19
Total	**$179.73**	**$182.43**	**$185.17**	**$187.94**	**$190.76**

Economic Impact Drivers

	Year 1	Year 2	Year 3	Year 4	Year 5
Non-Local Days in Market - Overnight	82,499	93,272	132,253	146,853	161,453
Room Nights	19,152	21,798	31,374	35,028	38,682

Economic Impact

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Direct Spending - Overnight	$14,827,730	$17,015,458	$24,488,683	$27,600,032	$30,799,211
Total Indirect Spending	$0	$0	$0	$0	$0
Total Economic Impact	**$14,827,730**	**$17,015,458**	**$24,488,683**	**$27,600,032**	**$30,799,211**

Business Unit Analysis

Baseball/Softball Rental Tournament Revenue & Expenses

Revenue	Management Assumption	Rental Fees Year 1	Year 2	Year 3	Year 4	Year 5	Number of Events per Year Year 1	Year 2	Year 3	Year 4	Year 5	Event Details	Year 1	Year 2	Year 3	Year 4	Year 5
Small Tournament - 4 Fields, 2 Days																	
Team Information												420					
Diamond Field	15 Players per Team											28					
Rental Fees	Daily Rental Rate	$500	$600	$600	$630	$630	12	12	12	11	10	8	$48,000	$57,600	$57,600	$55,440	$50,400
Spectators	2 Spectators per Player											840					
Medium Tournament - 8 Fields, 2 Days																	
Team Information												840					
Diamond Field	15 Players per Team											56					
Rental Fees	Daily Rental Rate	$500	$600	$600	$630	$630	10	11	12	12	12	16	$80,000	$105,600	$115,200	$120,960	$120,960
Spectators	2 Spectators per Player											1680					
Large Tournament - 12 Fields, 2.5 Days																	
Team Information												1260					
Diamond Field	15 Players per Team											84					
Rental Fees	Daily Rental Rate	$500	$600	$600	$630	$630	4	4	6	6	6	30	$60,000	$72,000	$108,000	$113,400	$113,400
Spectators	2 Spectators per Player											2520					
Extra Large Tournament - 15 Fields, 2.5 Days																	
Team Information												1575					
Diamond Field	15 Players per Team											105					
Rental Fees	Daily Rental Rate	$500	$600	$600	$630	$630	2	2	3	4	5	38	$37,500	$45,000	$67,500	$94,500	$118,125
Spectators	2 Spectators per Player											3150					
Large Summer Tournament - 8 Fields, 5 Days																	
Team Information												840					
Diamond Field	15 Players per Team											56					
Rental Fees	Daily Rental Rate	$500	$600	$600	$630	$630	-	1	3	4	5	40	$0	$24,000	$72,000	$100,800	$126,000
Spectators	2 Spectators per Player											1680					
	Non-Capacity Growth Rate		1.00	1.00	1.05	1.00	28	30	36	37	38						
							28	30	36	37	38						
		Total Revenue											**$225,500**	**$304,200**	**$420,300**	**$485,100**	**$528,885**

Cost of Goods Sold	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Tournament Attendant Staff	10% Gross Revenue	$22,550	$30,420	$42,030	$48,510	$52,889
Trainer Fees	Pass Through	$0	$0	$0	$0	$0
Total Cost of Goods Sold		**$22,550**	**$30,420**	**$42,030**	**$48,510**	**$52,889**
Net Revenue		**$202,950**	**$273,780**	**$378,270**	**$436,590**	**$475,997**

Outdoor Baseball/Softball Revenue & Expenses

Revenue	Management Assumption	Program Fees					Number of Registrations					Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
Instructional Camps (Full Days)	$/Week	$200	$200	$220	$220	$231	-	-	-	-	-	2	$0	$0	$0	$0	$0
League																	
Sept. - Oct. League	$/Team	$1,250	$1,250	$1,375	$1,375	$1,444	-	-	-	-	-	1	$0	$0	$0	$0	$0
Nov. - Dec. League	$/Team	$1,250	$1,250	$1,375	$1,375	$1,444	-	-	-	-	-	1	$0	$0	$0	$0	$0
Jan. - Feb. League	$/Team	$1,250	$1,250	$1,375	$1,375	$1,444	-	-	-	-	-	1	$0	$0	$0	$0	$0
Mar. - Apr. League	$/Team	$1,250	$1,250	$1,375	$1,375	$1,444	-	-	-	-	-	1	$0	$0	$0	$0	$0
May - June League	$/Team	$1,250	$1,250	$1,375	$1,375	$1,444	-	-	-	-	-	1	$0	$0	$0	$0	$0
July - Aug. League	$/Team	$1,250	$1,250	$1,375	$1,375	$1,444	-	-	-	-	-	1	$0	$0	$0	$0	$0
	Non-Capacity Growth Rate		1.00	1.10	1.00	1.05		1.21	1.16	1.11	1.06						
Total Revenue													**$0**	**$0**	**$0**	**$0**	**$0**
Cost of Goods Sold	**Management Assumption**												**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Baseball/Softball Management	Responsibility of Management Team												$0	$0	$0	$0	$0
Baseball/Softball Staff	5% Gross Revenue												$0	$0	$0	$0	$0
Umpire Fees	Avg. $50/Game												$0	$0	$0	$0	$0
Instructor Fees	25% Instructor Revenue												$0	$0	$0	$0	$0
Equipment and Supplies	2% Gross Revenue												$0	$0	$0	$0	$0
Awards	2% Gross Revenue												$0	$0	$0	$0	$0
Total Cost of Goods Sold													**$0**	**$0**	**$0**	**$0**	**$0**
Net Revenue													**$0**	**$0**	**$0**	**$0**	**$0**

Outdoor Field Rental Revenue & Expenses

Revenue	Management Assumption	Rental Fees Year 1	Year 2	Year 3	Year 4	Year 5	Number of Rentals Year 1	Year 2	Year 3	Year 4	Year 5	Sellable Sessions	Year 1	Year 2	Year 3	Year 4	Year 5
Baseball/Softball Field Rentals																	
Sept. - Oct.	$/Hour	$40	$40	$44	$44	$46	256	269	296	310	326	1	$10,240	$10,752	$13,010	$13,660	$15,061
Nov. - Dec.	$/Hour	$40	$40	$44	$44	$46	80	84	92	97	102	1	$3,200	$3,360	$4,066	$4,269	$4,706
Jan. - Feb.	$/Hour	$40	$40	$44	$44	$46	80	84	92	97	102	1	$3,200	$3,360	$4,066	$4,269	$4,706
Mar. - Apr.	$/Hour	$40	$40	$44	$44	$46	256	269	296	310	326	1	$10,240	$10,752	$13,010	$13,660	$15,061
May - June	$/Hour	$40	$40	$44	$44	$46	528	554	610	640	672	1	$21,120	$22,176	$26,833	$28,175	$31,063
July - Aug	$/Hour	$40	$40	$44	$44	$46	528	554	610	640	672	1	$21,120	$22,176	$26,833	$28,175	$31,063
BYA Player Fee to City (Year 1 and 2)																	
Sept. - Nov.		$0	$0	$0	$0	$0	-	-	-	-	-	1	$30,000	$30,000	$0	$0	$0
Field Light Usage Charge	$/Hour	$11	$11	$12	$12	$13	605	635	699	733	770	1	$6,653	$6,985	$8,452	$8,875	$9,785
	Non-Capacity Growth Rate		1.00	1.10	1.00	1.05		1.05	1.10	1.05	1.05						
			Total Revenue										**$105,773**	**$109,561**	**$96,269**	**$101,083**	**$111,444**

Cost of Goods Sold	Management Assumption		Year 1	Year 2	Year 3	Year 4	Year 5
Supervision/Maintenance Staff	5% Gross Revenue		$5,289	$5,478	$4,813	$5,054	$5,572
		Total Cost of Goods Sold	**$5,289**	**$5,478**	**$4,813**	**$5,054**	**$5,572**
		Net Revenue	**$100,484**	**$104,083**	**$91,456**	**$96,029**	**$105,872**

Gate Fees Revenue & Expenses

Event Type	Tournament Pass	Gate Fee	Number of Events per Year Year 1	Year 2	Year 3	Year 4	Year 5	Daily Attendees (Non-Athletes)	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Baseball - Small	1	$10.00	12	12	12	11	10	840	$100,800	$100,800	$100,800	$92,400	$84,000
Rental Baseball - Medium	1	$10.00	10	11	12	12	12	1680	$168,000	$184,800	$201,600	$201,600	$201,600
Rental Baseball - Large	1	$15.00	4	4	6	6	6	2520	$151,200	$151,200	$226,800	$226,800	$226,800
Rental Baseball - Extra Large	1	$15.00	2	2	3	4	5	3150	$94,500	$94,500	$141,750	$189,000	$236,250
Rental Baseball - Large Summer	1	$20.00	-	1	3	4	5	1680	$0	$33,600	$100,800	$134,400	$168,000
Gate Fee Reduction of Revenue (Rental)	80% to Rights Holder								($411,600)	($451,920)	($617,400)	($675,360)	($733,320)
			28	30	36	37	38						
Total Revenue									**$102,900**	**$112,980**	**$154,350**	**$168,840**	**$183,330**
Cost of Goods Sold	**Management Assumption**								**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Gate Staff	$0.25 Per Sale								$10,815	$11,655	$14,963	$15,960	$16,958
Gate Ticket Cost	$0.25 Per Ticket								$10,815	$11,655	$14,963	$15,960	$16,958
Total Cost of Goods Sold									**$21,630**	**$23,310**	**$29,925**	**$31,920**	**$33,915**
Net Revenue									**$81,270**	**$89,670**	**$124,425**	**$136,920**	**$149,415**

Food & Beverage Revenue & Expenses

Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Concessions Sales - Local		$38,880	$40,824	$44,906	$47,152	$49,509
Concessions Sales - Tournament		$568,260	$638,820	$882,630	$970,200	$1,057,770
F&B Delay - 2 Months	Reduction of Revenue	($160,000)	$0	$0	$0	$0
Total Revenue		**$447,140**	**$679,644**	**$927,536**	**$1,017,352**	**$1,107,279**
Cost of Goods Sold	**Management Assumption**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Concessions Food	*35% Concession Sales*	$156,499	$237,875	$324,638	$356,073	$387,548
Concessions Wages	*30% Concessions Sales*	$134,142	$203,893	$278,261	$305,206	$332,184
Total Cost of Goods Sold		**$290,641**	**$441,769**	**$602,899**	**$661,279**	**$719,732**
Net Revenue		**$156,499**	**$237,875**	**$324,638**	**$356,073**	**$387,548**

Hotel Rebates

Revenue	Management Assumption	Nights Per Event	Venue Rebate Rate	Number of Events per Year Year 1	Year 2	Year 3	Year 4	Year 5	# Non-Local Participants	# Non-Local Fans	Hotel Rooms/Night	Rebate Capture	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Baseball - Small	40% non-local attendance	1.5	$3.80	12	12	12	11	10	168	336	168	50%	$5,747	$5,747	$5,747	$5,268	$4,789
Rental Baseball - Medium	50% non-local attendance	1.5	$3.80	10	11	12	12	12	420	840	420	50%	$11,973	$13,170	$14,368	$14,368	$14,368
Rental Baseball - Large	60% non-local attendance	2.0	$3.80	4	4	6	6	6	756	1512	756	50%	$11,494	$11,494	$17,241	$17,241	$17,241
Rental Baseball - Extra Large	60% non-local attendance	2.0	$3.80	2	2	3	4	5	945	1890	945	50%	$7,184	$7,184	$10,776	$14,368	$17,960
Rental Baseball - Large Summer	60% non-local attendance	4.0	$3.80	-	1	3	4	5	504	1008	504	50%	$0	$3,831	$11,494	$15,326	$19,157
Hotel Commissions	2.1% of Total Hotel Room Revenue												$36,398	$41,427	$59,626	$66,571	$73,515
				28	30	36	37	38									
Total Revenue													**$72,797**	**$82,854**	**$119,253**	**$133,141**	**$147,030**
Cost of Goods Sold													**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
													$0	$0	$0	$0	$0
Total Cost of Goods Sold													**$0**	**$0**	**$0**	**$0**	**$0**
Net Revenue													**$72,797**	**$82,854**	**$119,253**	**$133,141**	**$147,030**

Retail Revenue & Expenses

Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Retail Sales		$25,518	$27,392	$34,416	$36,635	$38,866
Total Revenue		**$25,518**	**$27,392**	**$34,416**	**$36,635**	**$38,866**
Cost of Goods Sold	**Management Assumption**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Retail Product Cost	55% Retail Sales	$14,035	$15,066	$18,929	$20,149	$21,376
Retail Wages	15% Retail Sales	$3,828	$4,109	$5,162	$5,495	$5,830
Total Cost of Goods Sold		**$17,863**	**$19,175**	**$24,091**	**$25,645**	**$27,206**
Net Revenue		**$7,655**	**$8,218**	**$10,325**	**$10,991**	**$11,660**

Sponsorship & Advertisement Revenue

Revenue	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsorship/Advertisement Income		$112,500	$135,000	$142,500	$150,000	$150,000
Total Revenue		**$112,500**	**$135,000**	**$142,500**	**$150,000**	**$150,000**
Cost of Goods Sold	**Management Assumption**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Sponsorship COGS	20% Sponsorship Revenue	$22,500	$27,000	$28,500	$30,000	$30,000
Total Cost of Goods Sold		**$22,500**	**$27,000**	**$28,500**	**$30,000**	**$30,000**
Net Revenue		**$90,000**	**$108,000**	**$114,000**	**$120,000**	**$120,000**

Overhead Expenses

Facility Expenses

Indoor Facility/Buildings

Indoor Facility Expense	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Janitorial Expenses	*Cleaning and Supplies*	$19,170	$20,361	$24,844	$26,247	$27,651
Safety Supplies	*Includes Year 1 Purchase*	$2,500	$2,538	$2,576	$2,614	$2,653
Maintenance & Repairs	*Excludes Capital Replacement*	$2,090	$2,121	$2,153	$2,185	$2,218
Utility Expense	*Electricity, Gas, Water, Trash, etc.*	$12,817	$13,009	$13,205	$13,403	$13,604
Total Indoor Facility Expense		**$36,577**	**$38,030**	**$42,777**	**$44,449**	**$46,127**

Outdoor Facility/Fields

Outdoor Facility Expense	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Turf Infield Baseball/Softball Field Maintenance and Labor	*Excludes Capital Replacement*	$17,813	$18,080	$18,351	$18,626	$18,906
Natural Grass Outfield Maintenance and Labor	*Excludes Capital Replacement*	$107,500	$109,113	$110,749	$112,410	$114,097
Grounds Maintenance, Labor, and Lighting	*Based on Site Development*	$35,675	$36,210	$36,753	$37,305	$37,864
Field Lighting	*Based on Electricity and Field Hours*	$40,828	$41,440	$42,062	$42,693	$43,333
Total Outdoor Facility Expense		**$201,815**	**$204,843**	**$207,915**	**$211,034**	**$214,200**
Total Facility Expense		**$238,393**	**$242,872**	**$250,692**	**$255,483**	**$260,326**

THE SPORTS FACILITIES ADVISORY

Item B.

Operating Expenses

Expense	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
Accounting Fees		$3,000	$3,045	$3,091	$3,137	$3,184
Bank Service Charges	*Banking Fees, Credit Card Processing*	$21,843	$26,333	$35,042	$38,843	$42,337
Communications	*IT, Phone, Cable, Internet*	$15,000	$15,225	$15,453	$15,685	$15,920
Employee Uniforms		$2,000	$2,030	$2,060	$2,091	$2,123
Marketing and Advertising		$29,389	$26,333	$35,042	$38,843	$42,337
Insurance	*General, Property, Liability*	$35,164	$35,691	$36,227	$36,770	$37,322
Legal Fees		$3,000	$3,045	$3,091	$3,137	$3,184
Licenses, Permits	*Food, Music, etc.*	$5,000	$5,075	$5,151	$5,228	$5,307
National Management & Marketing Service		$222,000	$227,550	$233,239	$239,070	$245,046
National Management - Deferred Incentive	*3.5% Gross Revenue*	$34,287	$46,082	$61,324	$67,975	$74,089
National Management Travel		$18,000	$12,000	$12,000	$12,000	$12,000
Office Supplies		$4,500	$4,568	$4,636	$4,706	$4,776
Temporary Office Lease		$14,400	$14,616	$14,835	$15,058	$15,284
Real Estate Tax	*Public Ownership*	$0	$0	$0	$0	$0
Software	*Operating, Scheduling, POS, Registration*	$14,400	$14,616	$14,835	$15,058	$15,284
Travel and Education		$2,500	$2,538	$2,576	$2,614	$2,653
Total Operating Expenses		**$424,482**	**$438,746**	**$478,603**	**$500,216**	**$520,846**

Management Payroll Summary

Management Position	Management Assumption	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager		$125,000	$130,000	$135,200	$140,608	$146,232
Events Manager		$45,000	$46,800	$48,672	$50,619	$52,644
Facilities Manager		$50,000	$52,000	$54,080	$56,243	$58,493
Food & Beverage Manager		$60,000	$62,400	$64,896	$67,492	$70,192
Finance Manager		$65,000	$67,600	$70,304	$73,116	$76,041
Admin Support	*Part Time - Front Desk*	$20,000	$20,800	$21,632	$22,497	$23,397
Total Management Payroll		**$365,000**	**$379,600**	**$394,784**	**$410,575**	**$426,998**

Payroll Summary

	Total Payroll Summary	Year 1	Year 2	Year 3	Year 4	Year 5
Mgmt	General Manager	$125,000	$130,000	$135,200	$140,608	$146,232
Mgmt	Events Manager	$45,000	$46,800	$48,672	$50,619	$52,644
Mgmt	Facilities Manager	$50,000	$52,000	$54,080	$56,243	$58,493
Mgmt	Food & Beverage Manager	$60,000	$62,400	$64,896	$67,492	$70,192
Mgmt	Assistant Food & Beverage Managers	$0	$0	$0	$0	$0
Mgmt	Finance Manager	$65,000	$67,600	$70,304	$73,116	$76,041
Support	Admin Support	$20,000	$20,800	$21,632	$22,497	$23,397
	Subtotal Management Payroll	**$365,000**	**$379,600**	**$394,784**	**$410,575**	**$426,998**
Staff	Outdoor Rental Baseball/Softball Tournament Staff	$22,550	$30,420	$42,030	$48,510	$52,889
Staff	Gate Staff	$10,815	$11,655	$14,963	$15,960	$16,958
Staff	Outdoor Field Rental Staff	$5,289	$5,478	$4,813	$5,054	$5,572
Staff	Food & Beverage Staff	$134,142	$203,893	$278,261	$305,206	$332,184
Staff	Retail Staff	$3,828	$4,109	$5,162	$5,495	$5,830
	Subtotal Sport Admin Staff	**$176,623**	**$255,555**	**$345,229**	**$380,225**	**$413,432**
	Payroll Subtotal	**$541,623**	**$635,155**	**$740,013**	**$790,800**	**$840,430**
	Incentive Pool	$9,796	$13,166	$17,521	$19,422	$21,168
	Payroll Services	$16,249	$19,055	$22,200	$23,724	$25,213
	Payroll Taxes/Benefits	$97,492	$114,328	$133,202	$142,344	$151,277
	Payroll Taxes/Benefits/Bonus Totals	**$123,537**	**$146,549**	**$172,924**	**$185,490**	**$197,659**
	Total Payroll Cost	**$665,161**	**$781,704**	**$912,937**	**$976,290**	**$1,038,089**